

PROFESSIONAL DEVELOPMENT PROGRAMS

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THE ART OF INFLUENCING OTHERS

In the current global economy, it is essential that supervisors influence others who see things from a different perspective or when they need others to take action. Effective influencers are confident in sharing their knowledge and values and possess good interpersonal and communication skills. This program provides participants with the opportunity to examine the skills, characteristics and techniques essential in influencing others to give their support without formal authority or power.

THIS PROGRAM WILL HELP LEADERS:

- Understand the styles of influencing.
- Identify the role of connections with others in influencing,
- Use a sequence of five audience-oriented steps that help persuade others.



Filomena Nelson

Filomena Nelson is an executive coach and organizational consultant who has more than 20 years of experience in coaching, training, organizational development and education. Her work spans a broad range of projects that include a key role in the development of a full-service corporate training function. She has worked extensively with individuals and teams in both corporate and nonprofit organizations to build skills and improve bottomline effectiveness. Her passion and humor create a stimulating learning environment.

Nelson's expertise includes presenting highly motivational and customized programs that help organizations meet their strategic needs. She has a master's degree in education from the University of Arkansas with postgraduate work in instructional system design from Old Dominion University.